

Buy to Let market barometer

Q2 2024

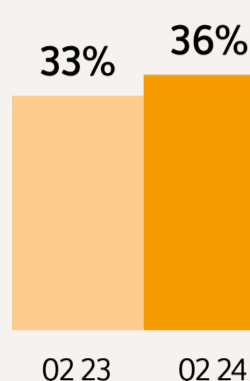
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Landlord confidence

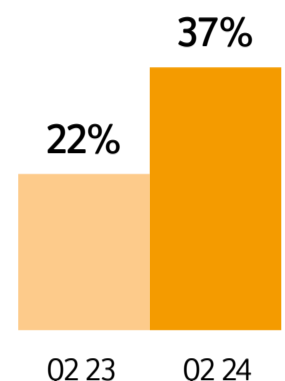
Compared to this time last year, there has been a notable uplift in landlord confidence for their own letting business (37% vs. 22% in Q2 '23). Optimism around the prospects for rental yields has also edged up to 36% (+3% vs. Q2 '23), while landlords feeling 'good' about capital gains is largely unchanged at 19%.

% rating prospects in next 3 months as 'good'

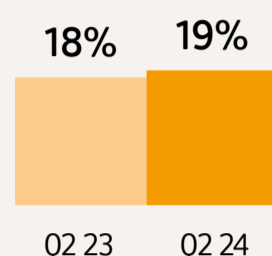
Rental yields



Own lettings business

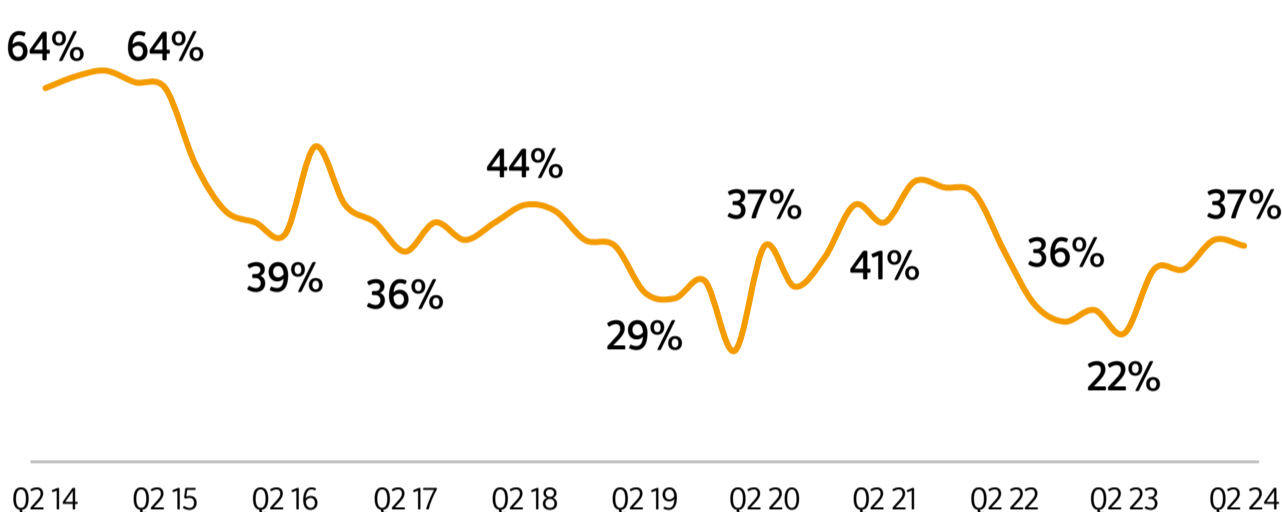


Capital gains



Own lettings business confidence over time

(% rating prospects in next 3 months as 'good')



Market dynamics

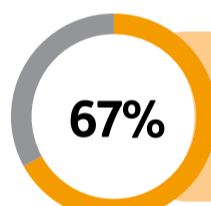
The proportion of landlords planning to sell in the next 12 months is currently 3 times higher than those looking to buy. For those looking to purchase, two thirds will utilise BTL mortgage finance, with the same proportion intending to buy within a Limited Company. 36% of leveraged landlords will remortgage or take a product transfer in the next year, with 1 in 5 doing so within a Limited Company.



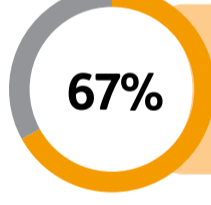
11% Intend to **buy** in the next 12 months



33% Intend to **sell** in the next 12 months



67% Plan to use buy to let financing for their next purchase

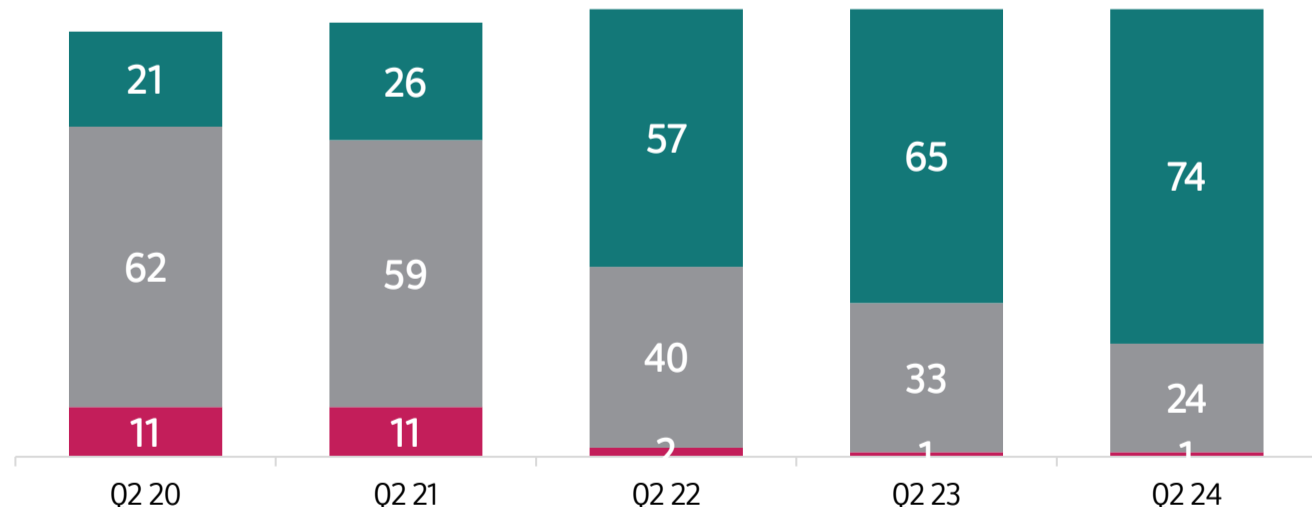


67% Plan to purchase in a Limited Company

Rental trend over time

(% who put rents up in the last 12 months)

■ Rents decreasing ■ No change ■ Rents increasing



36%

of leveraged landlords intend to remortgage or take a product transfer in the next 12 months

2.5

properties will be remortgaged on average

20%

of these properties will be remortgaged in a Limited Company

Portfolio profile

The typical landlord has 7.6 properties and achieves a gross rental yield of 6.3%. 68% of landlords have at least 1 BTL mortgage, with those who borrow having 5.3 BTL loans on average.



Properties in the average portfolio

6.3%

Typical rental yield achieved by landlords

68%

Have at least one BTL mortgage, with an average of **5.3** BTL loans held